



**AOIFFE MCGARRY**  
**Managing Director**  
**Citi**

Aoiffe McGarry is a Managing Director and Head of the Global ABS, RMBS Financing & Securitization Team. Aoiffe has been with Citi since 2005, and joined the New York Syndicate desk from London.

In her current role, Aoiffe is responsible for distribution of securitized debt from Citi's #1 ranked Consumer, Student Loan, Aircraft, Transport & Residential Mortgage business. She runs point on sales of new issue debt securities and structured equity, working with the world's largest asset managers, pensions, insurance arms, and hedge funds. In her tenure she has worked as left syndicate on several debut and innovative programs for leading issuers and has orchestrated some of the largest residual sales in the securitized markets.

Aoiffe is a member of Citi's Sustainability Network and an ESG Product Champion, having led the syndicate effort for the first Rates and ABS Green Bonds in the US. She serves the Citi Diversity Sponsorship effort and Citi's RISE Group as a Sponsor and Mentor to high-performing talent, and in 2022 was nominated as a Citi Changemaker.

She is a board member of the Women's Bond Club, an industry wide effort across Wall Street charged with the advancement of women in financial services, where she Co-Chairs their External Engagement committee. An active member of the community, she is a committed volunteer with New York Road Runners; if you have run the New York Marathon over the last decade, there is a good chance you saw her at the finish line as a Volunteer Leader.

Aoiffe holds a BSc with Honours from University College Dublin.

## **Which woman, past or present, comes to mind as a leader in the media as a master storyteller?**

Without a shadow of a doubt – Former Secretary of State Madeleine Albright, not just because she was the first woman who held the post, but also the way she used something that was organic to her (namely wearing jewelry) in her statecraft is masterful. Her ability to communicate and express her view without words was so powerful.

She spoke at Citi for International Women's Day a few years ago and reflected on how it came about. *"This all started when I was ambassador at the U.N. and Saddam Hussein called me a serpent. I had this wonderful antique snake pin. So when we were dealing with Iraq, I wore the snake pin."* What a wicked sense of humour, and great strength of expression.

*"It took me quite a long time to develop a voice, and now that I have it, I am not going to be silent."* - a great calling to each of us to use our voice. Needless to say, I love the bling too. [Read My Pins: The Madeleine Albright Collection](#)



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## **What inspired you to get into the finance industry?**

My good friend Kate Brethauer, who Heads Citi's West Coast Financial Institution Sales and Solutions effort, nails this one, and I'm leaning on her eloquence – this industry fits my personality. Our industry promotes curiosity and demands engagement. The need for quick, balanced decision-making, the ability to work with a host of stakeholders, and the opportunity to advise our clients on their path to execution, especially in more challenging times, was what I wanted from my career. That and to be rewarded for my efforts.

## **How do you help support WiS initiatives at your organization?**

Talking up, and turning up. We have a great mix of talent at the firm, and I have found tremendous interest and support in WiS initiatives from my partners and peers. Any time I talk up, colleagues step forward to engage. Doing so has unearthed allies across the floor. And when I turn up in support of WiS, it creates space for men and women who want to contribute and collaborate in making our industry better. By supporting WiS initiatives at Citi, we foster further inclusion and allyship, encourage diverse perspectives from our people, and enrich how we do business, which helps build our next generation of leaders at the firm.

## **What can companies do to increase the representation of women in finance?**

Gender equity starts by understanding the status quo and then working toward recruiting a representative class. Transparency around representation of women in finance allows us to understand the gap and work together on how we are going to close it. In 2018, Citi laid out a goal of 50% women globally for our analyst and associate programs, and in 2021 we hit 52%. The next step is to retain and promote. Globally, we increased representation at the Assistant Vice President to Managing Director levels for women to 40.6% (up from 37% in 2018). Talent development, equal opportunities, and equal pay policies all have a role to play to increasing the representation of women in finance.

## **What is your most used phone app?**

I had a wee debate with my team on this, does Podcast, qualify as an app? I'm a podcast devotee, morning, noon, and night. I listen to an eclectic mix of small daily news shows, a sprinkling of history and comedy shows, and music. I'm not a great reader, podcasts provide me with all my soundbites – now the secret is out.